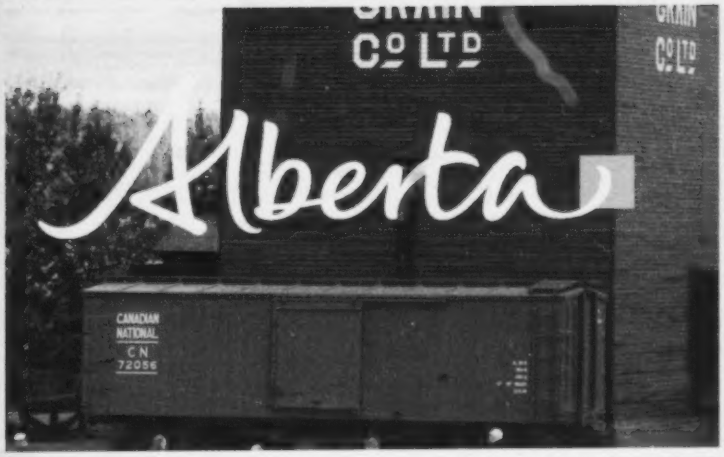

INDUSTRY PROFILES

Wholesale Trade Industry

July 2011

Government of Alberta
Employment and Immigration

Overview:

The Wholesale Trade industry[1] in Alberta includes wholesale distributors, agents and brokers of goods such as:

- farm products;
- petroleum products;
- food, beverage and tobacco products;
- personal and household goods;
- motor vehicles and parts;
- building materials and supplies; and
- machinery and equipment.

Section A: Business Environment
1. 2010 Employment and Unemployment Numbers and Rates
2. Industry Growth
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1. Occupational Information
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[1] North American Industry Classification System (NAICS) major group 41

Section A: Business Environment

1. 2010 Employment and Unemployment Numbers and Rates:

	Alberta	Wholesale Trade Industry
Number of employed	2,016,600	74,500
Percent employed in the industry		3.7%
Number of unemployed	140,700	3,600
Unemployment rate	6.5%	4.6%

Data Source: Labour Force Historical Review 2010, Statistics Canada

For more information on employment numbers or for a historical comparison, please go to the Labour Force Statistics[2] or Statistics Canada[3] websites.

2. Industry Growth:

- Employment in the Wholesale Trade industry is expected to grow on average 3.2% annually from 2010 to 2013.

For more information, see the *Alberta Modified Canadian Occupational Projection System (COPS) Outlook 2009 – 2013, Industry Employment Outlook*[4] online and the Alberta Learning Information Service (ALIS)[5] website's industry descriptions.

[2] See http://www.employment.alberta.ca/BI/67.html
[3] See http://www.statcan.gc.ca
[4] See: http://www.employment.alberta.ca/documents/LMI/LMI-LMF_2009-13_cops.pdf
[5] See http://www.alis.alberta.ca

Trends and Outlook

According to Statistics Canada's National Economic Accounts, the Wholesale Trade industry accounted for 5.3% of Alberta's Gross Domestic Product in 2010, up from 4.6% in 2000. The industry's share of Alberta's total employment was 3.7% in 2010, down from 4.1% in 2000.

Employment in 2010 was 4.0% lower than its level in 2009. Over the last ten years, employment increased from 64,900 people in 2000 to 74,500 people in 2010.

According to *Alberta Occupational Demand Outlook: 2011-2015*, employment growth in the following occupations is expected to be less than 2.7%, the average for all occupations: Sales representatives; and Technical sales specialists. Growth in other occupations within this industry is expected to exceed this average.

3. Size of Businesses in Alberta and the Industry:

Establishment Size	Alberta Businesses		Trade** Businesses	
	Number of Employees	%*	Number of Employees	%*
Less than 20 employees	605,200	36.2%	114,300	41.6%
20 to 99 employees	565,800	33.8%	102,400	37.3%
100 to 500 employees	309,300	18.5%	52,200	19.0%
Over 500 employees	193,200	11.5%	5,800	2.1%

Data Source: Labour Force Historical Review 2010, Statistics Canada

* Percentages may not add up to 100 due to rounding.

**Both Wholesale and Retail Trade are included in these numbers.

Note: Statistics Canada's survey methodology for determining establishment size differs from the one it uses in the Labour Force Survey to determine total employment. As a result, the total number of employees by establishment size will not be the same as total employment in the industry, except by coincidence.

Section B: Human Resources Profile

1. Occupational Information:

Some examples of occupations in the Wholesale Trade industry include:

- shipper and receiver;
- technical sales representative;
- truck driver;
- direct distributor; and
- auctioneer.

For a complete listing of all occupations related to this industry as well as detailed information on education and skill requirements, visit the Alberta Occupational Profiles[6] website.

2. Demographics: Age and Gender:

According to the Labour Force Survey, the gender breakdown in the Wholesale Trade industry is as follows:

- women employed: 20,300 people, or 27.2%
- men employed: 54,200 people, or 72.8%

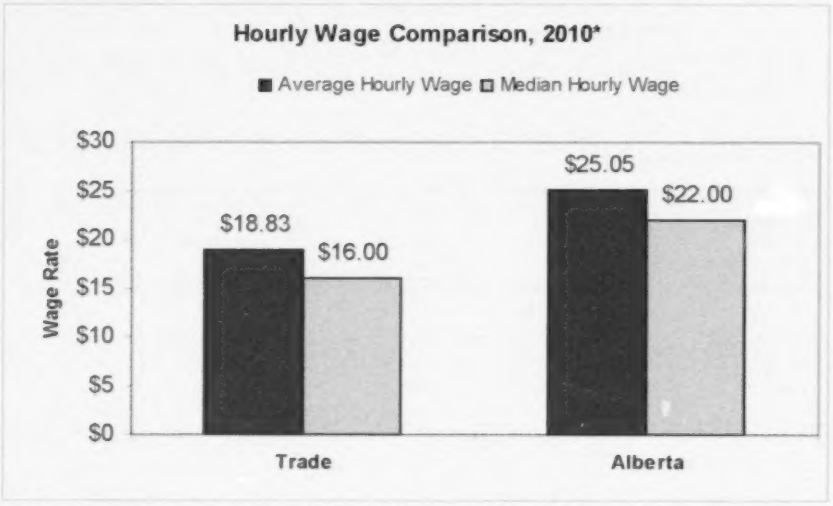
In Alberta, women accounted for 45.1% and men made up 54.9% of total employment.

Age Characteristics	Alberta Employees		Wholesale Trade Industry Employees	
	Number	%	Number	%
15-24 years	314,500	15.6%	6,300	8.5%
25-54 years	1,381,500	68.5%	57,400	77.0%
55 years and over	320,600	15.9%	10,800	14.5%

Data Source: Labour Force Historical Review 2010, Statistics Canada

[6] See http://www.alis.alberta.ca/occinfo

3. Wages:



Data Source: Labour Force Historical Review 2010, Statistics Canada

* The average and median hourly wages are for wholesale and retail trade combined.

Note: The average hourly wage is obtained by dividing the sum of the wages of all the employees by the total number of employees. The median hourly wage is that wage below which half the employees earn and above which half the employees earn.

Wage and Salary Information for Selected Occupations

Occupation	Average Hourly Wage			Average Annual Salary
	Starting Average	Overall Average	Top Average	
Sales, marketing and advertising manager	$ 28.81	$ 38.04	$ 43.90	$ 73,949
Purchasing agent and officer	$ 19.82	$ 24.64	$ 27.95	$ 50,814
Truck driver	$ 18.69	$ 21.72	$ 24.73	$ 48,752
Shipper and receiver	$ 14.64	$ 16.87	$ 20.08	$ 35,236

Data Source: 2009 Alberta Wage and Salary Survey

For more information on wages, refer to the WAGEinfo[7] webpage. For job descriptions, duties, required skills and education for specific occupations in the Wholesale Trade industry, visit the ALIS[8] website.

[7] See http://www.alis.alberta.ca/wageinfo

[8] See http://www.alis.alberta.ca

Section C: Additional Information

Links to Selected Industry Associations:

- Canadian Council of Grocery Distributors
  (http://www.ccgd.ca)
- Canadian Association of Importers and Exporters
  (http://www.importers.ca)
- Food Beverage Canada
  (http://www.foodbeveragecanada.com)